



FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT
12000 Government Center Parkway, Suite 427
Fairfax, Virginia 22035-0013

www.co.fairfax.va.us/dpsm

V I R G I N I A

Telephone: (703) 324-3201 Fax: (703) 324-3228 TTY 1-800-828-1140

APR 11 2002

NOTICE OF AWARD OF CONTRACT

SUBJECT: Information Technology Research and Advisory Services

CONTRACT NUMBER: RQ02-573919-31A-D

COMMODITY CODE: 3573

CONTRACT PERIOD: February 22, 2002 through February 21, 2004

RENEWALS: 2-1 Year renewals (Article III, paragraph 2)

SUERSEDES CONTRACT: RQ00-367731-13A-D (VA-92008-80)

CONTRACTOR:

VENDOR CODE:

A – The Gartner Group
8405 Greensboro Drive, 6th Floor
McLean, VA 22102

B043099750 04

Contact: Frank Murphy
Telephone: 703 226-4800
TERMS: Net 30 Days

B – IDC-International Data Corp.
5 Spleen Street
Framingham, MA 01701

B042324970 01

Contact: Patrick Hill
Telephone: 508 988-6783
phill@idc.com
TERMS: Net 30 Days

C – Faulkner Information Services
7905 Browning Road
Pennsauken, NJ 08109

B222720033-01

Contact: Ms. Paula Sherman
Telephone: 856-622-2070, Ext. 143
Fax number: 856-662-0905
psherman@faulkner.com
TERMS: Net 30 Days



Commonwealth of Virginia
Department of Information Technology

IT RESEARCH & ADVISORY SERVICES

Optional Use Contract

Date: March 12, 2002

Contract #: **VA-020131-GARG**

Authorized User: Commonwealth of Virginia agencies and institutions of higher education,
Political Bodies

Contractor: THE GARTNER GROUP
8405 Greensboro Drive
6th Floor
McLean, VA 22102

FIN: 043099750

Contact Person: Frank Murphy
703-226-4800

Delivery: Per Purchase Order

FOB: Destination

Term: February 22, 2002 – February 21, 2004

Payment: Net 30 days

For Additional Information, Please Contact:

Contract Compliance Information:
Mrs. T. J. Hudson
Contracts Administrator
Phone: 804-371-5971
E-Mail: thudson@dit.state.va.us
Fax: 804-371-5969

Technical Information:
STAFF

NOTES: Individual Commonwealth of Virginia employees are not authorized to purchase equipment or services for their personal use from this Contract.

For updates, please visit our Website at <http://asd.state.va.us>

ATTACHMENT "A"
to
Contract VA-020131-GART

Attachment "A" is hereby incorporated into and made an integral part of Agreement Number VA-020131-GARG between Gartner, Inc., and the Commonwealth of Virginia.

Level I Services – As Indicated in the chart below:

Number of seats	Hours of Research Analyst Inquiry included per seat
1	Unlimited (for Advisors seat)
1 to 9	Unlimited (for Advisors seat)
1 to 9	None (for Reference seat)
10 to 24	Unlimited (for Advisors seat)
10 to 24	None (for Reference seat)
25 to 49	Unlimited (for Advisors seat)
25 to 49	None (for Reference seat)
50 to 99	Unlimited (for Advisors seat)
50 to 99	None (for Reference seat)
RA Knowledge Base Content Areas	
1	Application Development
2	Application Integration and Middleware
3	Business Intelligence and Data Warehousing
4	Enterprise Networking
5	Emerging Trends and Technologies
6	Enterprise Management
7	Hardware Platforms
8	Internet Platforms and Web Services
9	Security and Privacy
10	Mobile and Wireless
11	Business Management of IT
12	Collaborative Commerce
13	e-Business
14	Knowledge Workplace
15	Customer Relationship Management
16	Strategic Sourcing
17	Government
18	Higher Education
19	Healthcare
20	Financial Services
21	Small and Midsize Business
22	Hardware Marketplace
23	Software Marketplace
24	IT Services Marketplace
25	Telecom Marketplace
26	Semiconductor Marketplace

Consulting	
1	***STATEMENT OF WORK***
2	Vice President
3	Director
4	Associate Director
5	Senior Consultant
6	Consultant
7	Associate Consultant
Benchmark (Measurement) Services	
1	Rapid Assessment for Application Development & Support
2	Rapid Assessment for Contact Center
3	Rapid Assessment for Customer Satisfaction
4	Rapid Assessment for Data Networks
5	Rapid Assessment for Distributed Computing
6	Rapid Assessment for Enterprise Operations Center
7	Rapid Assessment for Enterprise Storage Management (Avail Q2 FO2)
8	Rapid Assessment for Help Desk
9	Rapid Assessment for IT Business Effectiveness
10	Rapid Assessment for Total IT Expenditure
11	Rapid Assessment for Voice Telecom
12	Legacy Benchmarks for Applications Development Project Analysis
13	Legacy Benchmarks for Outsourcing Financial Assessment
14	Decision tools for Asset Management Repository
15	Decision tools for Financial System Application Software
16	Decision tools for Human Resources Application Software
17	Decision tools for Content Management Solutions
18	Decision tools for Convergence Server Solutions
19	Decision tools for Customer Relationship Management Suite
20	Decision tools for Customer Service and Support Software
21	Decision tools for Consolidated Service Desk
22	Decision tools for Data Switching Solutions Suite
23	Decision tools for Data Warehouse Solutions
24	Decision tools for E-Business Intelligence Model
25	Decision tools for e-Commerce: Business to Business - Buy Side
26	Decision tools for e-Commerce: Business to Business - Sell Side
27	Decision tools for Enterprise Information Portal
28	Decision tools for Enterprise Management Console Software
29	Decision tools for Enterprise Management Solutions
30	Decision tools for Enterprise Resource Planning Suite
31	Decision tools for Integrated Financials and Human

	Resources Software
32	Decision tools for Help Desk Software
33	Decision tools for Integrated Document Management Suite
34	Decision tools for Intel-Class Hardware – Desktop
35	Decision tools for Intel-Class Hardware – Notebook
36	Decision tools for Intel-Class Hardware – Server
37	Decision tools for LAN Switching Solutions Selection
38	Decision tools for Mid-Market ERP Software
39	Decision tools for Marketing Automation
40	Decision tools for Online Analytical Processing Software
41	Decision tools for Public Key Infrastructure (PKI)
42	Decision tools for Supply Chain Planning Software Selection
43	Decision tools for Sales Force Automation
44	Decision tools for Unix Platform Selection
45	Decision tools for TCO Manager for Distributed Computing
46	Decision tools for TCO Manager for Enterprise Operations Center
47	Decision tools for TCO Manager for Help Desk
48	Decision tools for TCO Manager for Data Networks
49	Decision tools for TCO Manager for Voice Telecom
Additional Product Offerings	
1	people3 IT Market Compensation Study
2	people3 IT Market Compensation Study & 3 Quarterly Trending Reports
3	people3 Strategic IT Human Capital Trend Analysis & 3 Quarterly Trending Reports
4	Careerpower --part of peoplepower 1-200 seats
5	Careerpower --part of peoplepower 201 -500 seats
6	Careerpower --part of peoplepower 501 - 1000 seats
7	Careerpower --part of peoplepower 1001 - 2000 seats
8	Resourcepower --part of peoplepower
9	Learningpower --part of peoplepower
10	Security Analysis---TruSecure
11	Security Analysis---TruSecure Perimeter
12	Executive Programs--Exp Club
13	Executive Programs--Exp Premier
14	Best Practice Groups
15	***STATEMENT OF WORK***
16	Vice President people3 consulting
17	Director people3 consulting
18	Senior Consultant people3 consulting
19	Lead Consultant people3 consulting
20	Associate Consultant people3 consulting

Number of Seats	Price per seat ¹	Hours of Research Analyst Inquiry included per seat	Price ¹ per additional hour of Research Analyst Inquiry
1	15,000	Unlimited (for Advisors seat)	Included in cost of Advisors seat
1 to 9	15,000	Unlimited (for Advisors seat)	Included in cost of Advisors seat
1 to 9	9,000	None (for Reference seat)	\$1000/hr or \$4000 for 6 hrs, or \$6000 full day
10 to 24	8,600	Unlimited (for Advisors seat)	Included in cost of Advisors seat
10 to 24	7000	None (for Reference seat)	\$1000/hr or \$4000 for 6 hrs, or \$6000 full day
25 to 49	7,400	Unlimited (for Advisors seat)	Included in cost of Advisors seat
25 to 49	4,800	None (for Reference seat)	\$1000/hr or \$4000 for 6 hrs, or \$6000 full day
50 to 99	6,400	Unlimited (for Advisors seat)	Included in cost of Advisors seat
50 to 99	3,900	None (for Reference seat)	\$1000/hr or \$4000 for 6 hrs, or \$6000 full day

RA Knowledge Base Content Areas		
1	Application Development	
2	Application Integration and Middleware	
3	Business Intelligence and Data Warehousing	
4	Enterprise Networking	
5	Emerging Trends and Technologies	
6	Enterprise Management	
7	Hardware Platforms	
8	Internet Platforms and Web Services	
9	Security and Privacy	
10	Mobile and Wireless	
11	Business Management of IT	
12	Collaborative Commerce	
13	e-Business	
14	Knowledge Workplace	
15	Customer Relationship Management	
16	Strategic Sourcing	
17	Government	
18	Higher Education	
19	Healthcare	
20	Financial Services	
21	Small and Midsize Business	
22	Hardware Marketplace	
23	Software Marketplace	

24	IT Services Marketplace	
25	Telecom Marketplace	
26	Semiconductor Marketplace	
Publications		Cost¹
1	Talking Technology Series	Included with Advisor's seat
2	GartnerConnects	Included with Advisor's seat
3	Talking Business	Included with Advisor's seat
Consulting		Cost¹
1	***STATEMENT OF WORK***	
2	Vice President	\$533.5/hr
3	Director	\$441.65/hr
4	Associate Director	\$365.2/hr
5	Senior Consultant	\$289.3/hr
6	Consultant	\$213.4/hr
7	Associate Consultant	\$158.4/hr
Benchmark (Measurement) Services		Cost¹
1	Rapid Assessment for Application Development & Support	\$52,000 + T.E
2	Rapid Assessment for Contact Center	\$52,000 + T.E
3	Rapid Assessment for Customer Satisfaction	\$52,000 + T.E
4	Rapid Assessment for Data Networks	\$52,000 + T.E
5	Rapid Assessment for Distributed Computing	\$52,000 + T.E
6	Rapid Assessment for Enterprise Operations Center	\$52,000 + T.E
7	Rapid Assessment for Enterprise Storage Management (Avail Q2 FO2)	\$52,000 + T.E
8	Rapid Assessment for Help Desk	\$52,000 + T.E
9	Rapid Assessment for IT Business Effectiveness	\$52,000 + T.E
10	Rapid Assessment for Total IT Expenditure	\$52,000 + T.E
11	Rapid Assessment for Voice Telecom	\$52,000 + T.E
12	Legacy Benchmarks for Applications Development Project Analysis	\$43,000 + T.E
13	Legacy Benchmarks for Outsourcing Financial Assessment	\$81,000 + T.E
14	Decision tools for Asset Management Repository	\$12,000/seat
15	Decision tools for Financial System Application Software	\$12,000/seat

16	Decision tools for Human Resources Application Software	\$12,000/seat
17	Decision tools for Content Management Solutions	\$20,000/seat
18	Decision tools for Convergence Server Solutions	\$20,000/seat
19	Decision tools for Customer Relationship Management Suite	\$36,000/seat
20	Decision tools for Customer Service and Support Software	\$12,000/seat
21	Decision tools for Consolidated Service Desk	\$20,000/seat
22	Decision tools for Data Switching Solutions Suite	\$20,000/seat
23	Decision tools for Data Warehouse Solutions	\$28,000/seat
24	Decision tools for E-Business Intelligence Model	\$20,000/seat
25	Decision tools for e-Commerce: Business to Business - Buy Side	\$20,000/seat
26	Decision tools for e-Commerce: Business to Business - Sell Side	\$20,000/seat
27	Decision tools for Enterprise Information Portal	\$20,000/seat
28	Decision tools for Enterprise Management Console Software	\$20,000/seat
29	Decision tools for Enterprise Management Solutions	\$20,000//seat
30	Decision tools for Enterprise Resource Planning Suite	\$36,000/seat
31	Decision tools for Integrated Financials and Human Resources Software	\$20,000/seat
32	Decision tools for Help Desk Software	\$12,000/seat
33	Decision tools for Integrated Document Management Suite	\$20,000/seat
34	Decision tools for Intel-Class Hardware – Desktop	\$12,000/seat
35	Decision tools for Intel-Class Hardware – Notebook	\$12,000/seat
36	Decision tools for Intel-Class Hardware – Server	\$12,000/seat
37	Decision tools for LAN Switching Solutions Selection	\$12,000/seat
38	Decision tools for Mid-Market ERP Software	\$20,000/seat
39	Decision tools for Marketing Automation	\$12,000/seat
40	Decision tools for Online Analytical Processing Software	\$12,000/seat
41	Decision tools for Public Key Infrastructure (PKI)	\$20,000/seat
42	Decision tools for Supply Chain	\$20,000/seat

	Planning Software Selection	
43	Decision tools for Sales Force Automation	\$20,000/seat
44	Decision tools for Unix Platform Selection	\$20,000/seat
45	Decision tools for TCO Manager for Distributed Computing	\$18,000/seat
46	Decision tools for TCO Manager for Enterprise Operations Center	\$18,000/seat
47	Decision tools for TCO Manager for Help Desk	\$18,000/seat
48	Decision tools for TCO Manager for Data Networks	\$18,000/seat
49	Decision tools for TCO Manager for Voice Telecom	\$18,000/seat

Events		Cost¹
1	U.S. Fall Symposium/ITxpo 2001	\$3,395/person (\$2000/person for clients with a reference or advisors seat)
2	Application Integration—Fall: B2B Collaboration and Application Integration	\$1,495/person
3	Gartner Dataquest Semiconductors 2001	\$1,495/preson
4	Wireless LAN Summit	\$1,295/person
5	20th Annual Data Center Conference	\$1,295/person
6	Midsize Enterprise Summit—West Coast	Invitation only-Need to qualify, if qualified the event is free
7	CRM Summit—Spring 2002	\$1,495/person
8	Wireless Access, Mobile Business Conference	\$1,495/person
9	Midsize Enterprise Summit—East Coast	Invitation only-Need to qualify, if qualified the event is free
10	U.S. Spring Symposium/ITxpo 2002	\$3,395/person (\$2000/person for clients with a reference or advisors seat)
Additional Product Offerings		Cost¹
1	people3 IT Market Compensation Study	\$2,900
2	people3 IT Market Compensation Study & 3 Quarterly Trending Reports	\$3,750
3	people3 Strategic IT Human Capital Trend Analysis & 3 Quarterly Trending Reports	\$1,000
4	Careerpower —part of peoplepower 1-200 seats	\$114,000 (initial purchase and first yr maintenance) + \$19,000/year maintenance for subsequent years
5	Careerpower —part of peoplepower 201 -500 seats	\$148,200 (initial purchase and first yr maintenance) + \$24,700/year

		maintenance for subsequent years
6	Careerpower --part of peoplepower 501 - 1000 seats	\$200,400 (initial purchase and first yr maintenance) + \$33,400/year maintenance for subsequent years
7	Careerpower --part of peoplepower 1001 - 2000 seats	\$304,080 (initial purchase and first yr maintenance) + \$50,680/year maintenance for subsequent years
8	Resourcepower --part of peoplepower	To be priced--contact Gartner AE for more details
9	Learningpower --part of peoplepower	To be priced--contact Gartner AE for more details
10	Security Analysis---TruSecure	\$90,000
11	Security Analysis---TruSecure Perimeter	\$125,000
12	Executive Programs--Exp Club	\$51,000/person
13	Executive Programs--Exp Premier	\$29,750/person
14	Best Practice Groups	\$3,300/seat
15	***STATEMENT OF WORK***	
16	Vice President people3 consulting	\$533.5/hr
17	Director people3 consulting	\$441.65/hr
18	Senior Consultant people3 consulting	\$365.2/hr
19	Lead Consultant people3 consulting	\$289.3/hr
20	Associate Consultant people3 consulting	\$213.4/hr

	EXP Premier	EXP Club
Commercial (2 Year)	\$35,000	\$60,000
COV Pricing (15%) (*New Members*)	\$29,750	\$51,000
Additional Members		
> second membership	- 10%	- 10%
> 3 rd - 5th	- 15%	- 15%
> 6 th - 10th	- 25%	- 25%
11+	Negotiated	Negotiated



Commonwealth of Virginia
Department of Information Technology

IT RESEARCH & ADVISORY SERVICES

Optional Use Contract

Date: March 12, 2002

Contract #: **VA-020131-IDCG**

Authorized User: Commonwealth of Virginia agencies and institutions of higher education,
Political Bodies

Contractor: IDC – INTERNATIONAL DATA CORP.
5 Speen Street
Framingham, MA 01701-

FIN: 042324970

Contact Person: Mr. Patrick Hill
508-988-6783
phill@idc.com

Delivery: Per Purchase Order

FOB: Destination

Term: February 22, 2002 – February 21, 2004

Payment: Net 30 days

For Additional Information, Please Contact:

Contract Compliance Information:
Mrs. T. J. Hudson
Contracts Administrator
Phone: 804-371-5971
E-Mail: thudson@dit.state.va.us
Fax: 804-371-5969

Technical Information:
STAFF

NOTES: Individual Commonwealth of Virginia employees are not authorized to purchase equipment or services for their personal use from this Contract.

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ATTACHMENT "A"
to
Contract VA-020131-IDCG

Attachment "A" is hereby incorporated into and made an integral part of Agreement Number VA-020131-IDCG between International Data Corporation and the Commonwealth of Virginia.

A. Level I Services

PRICING:			
Number of Seats	Price per seat	Hours of Analyst Inquiry Included per seat	Price per additional hour of Research Analyst Inquiry
1	Not available	Not available	Not available
Up to 5	\$ 26,000/total/year	10 hours total/year	\$ 5,000/ 10 hour block
Up to 10	\$ 38,000/total/year	20 hours total/year	\$ 5,000/ 10 hour block
Up to 35	\$ 55,000/total/year	35 hours total/year	\$ 5,000/ 10 hour block
Up to 65	\$ 75,000/total/year	55 hours total/year	\$ 5,000/ 10 hour block
Up to 100	\$ 100,000/total/year	80 hours total/year	\$ 5,000/ 10 hour block
Unlimited	\$ 180,000/total/year	200 hours total/year	\$ 5,000/ 10 hour block
RA Knowledge Base Content Areas Included:			
1. 3G Wireless Infrastructure	Included		
2. Application Design and Construction Tools	Included		
3. Application Life Cycle Mgmt	Included		
4. Application Service Providers	Included		
5. Application Strategies	Included		
6. Broadband Markets and Technologies	Included		
7. Business Network Services	Included		
8. Channel Business Models for the New Economy	Included		
9. Channels: XSP's	Included		
10. Client Mgmt Infrastructure Software	Included		
11. Clustering Software and Serverware	Included		
12. Collaborative Computing	Included		
13. Computer Facsimile	Included		
14. Consumer Devices	Included		
15. Consumer Services: Interactive Gaming	Included		
16. Consumer Services: Interactive TV	Included		
17. Contract Manufacturing Services	Included		
18. CRM Application	Included		
19. CRM Services	Included		
20. Data Center Networks	Included		
21. Data Communications Technology	Included		
22. Data Integration Infrastructure Software	Included		
23. Data Warehousing and Information Access	Included		
24. Digital Cameras	Included		
25. Document and Content Technologies	Included		
26. Document Solutions for Hardcopy Peripherals	Included		
27. eCommerce Applications	Included		
28. eCommunity Software Strategies	Included		
29. Education Markets Research	Included		
30. Emerging Server Technology	Included		
31. Enterprise Integration Software	Included		
32. Enterprise Network Distribution Channels	Included		

RA Knowledge Base Content Areas (continued):	
33. Enterprise Networks	Included
34. Enterprise Server Fundamentals	Included
35. Enterprise Systems and Mgmt Software	Included
36. Enterprise Technology Trends	Included
37. ERM Applications	Included
38. ERM Services	Included
39. Facsimile	Included
40. Facsimile Machines	Included
41. Facsimile MFP's	Included
42. Facsimile Services	Included
43. Home Office Market	Included
44. Information and Data Mgmt Software	Included
45. Information Security Services	Included
46. Internet Economy	Included
47. Internet Infrastructure Hardware	Included
48. Internet Infrastructure Software	Included
49. Internet Portal Brands	Included
50. Internet Security	Included
51. Internet Security Software	Included
52. Internet Services	Included
53. Internet: B2B and eMarketplaces	Included
54. Internet: Consumer Devices	Included
55. IP Telephony	Included
56. IP VPN's	Included
57. ISP Markets	Included
58. IT and Offshore Outsourcing Strategies	Included
59. IT Education and Training Services	Included
60. IT Professional Strategies	Included
61. IT Services: XSP's	Included
62. Java and XML for eBusiness	Included
63. Knowledge Management	Included
64. Management Service Providers	Included
65. Middleware and Businessware	Included
66. Mobile & Remote Access Software	Included
67. Mobile Computing	Included
68. Multi-function Peripherals	Included
69. Network and Service Mgmt	Included
70. Network Infrastructure Mgmt Services	Included
71. Network Support and Integration Services	Included
72. Networking: Service Provider Infrastructure	Included
73. Next Generation OSS	Included
74. Operating Environments	Included
75. Optical Networks	Included
76. PC and Component Distribution Channels	Included
77. PC Displays & Projectors	Included
78. Personal Computing	Included
79. Printers	Included
80. Residential Telecommunications Services	Included
81. Scanners	Included
82. Semiconductor: Broadband & Wireless	Included
83. Semiconductor: Consumer Devices	Included

RA Knowledge Base Content Areas (continued):	
84. Semiconductor: Desktop & Mobile PCs	Included
85. Semiconductor: Networking	Included
86. Services Industry Application	Included
87. Small Business Internet	Included
88. Small Business Market	Included
89. Small Business Telecommunications Services	Included
90. Smart Handheld Devices: Enterprise	Included
91. Smart Handheld Devices: Overview	Included
92. Smart Handheld Devices: Solutions	Included
93. Smart Handheld Devices: Technology	Included
94. Software Application & Information Access: XSP's	Included
95. Software Partnering: Best Practices	Included
96. Software Partnering: Emerging Opportunities	Included
97. Software Support and Integration Services	Included
98. Solution Integration Strategies	Included
99. Solution Selling Strategies for Service Firms	Included
100. Speech & Natural Language Software	Included
101. Standard Intel Architecture Servers	Included
102. Storage and Data Mgmt Services	Included
103. Storage Mechanisms: Disk	Included
104. Storage Mechanisms: Optical/Removable	Included
105. Storage Mechanisms: Tape	Included
106. Storage Systems	Included
107. Supply Chain Services	Included
108. Systems and Storage Distribution Channels	Included
109. Technology Partnering for Service Firms	Included
110. Telecom Billing Services	Included
111. Telecom Business Brands	Included
112. Telecom Consumer Brands	Included
113. The Contenders: Emerging Services Innovators	Included
114. WebTalk Services	Included
115. Wireless & Mobile Communications	Included
116. Wireless & Mobile Enterprise Access	Included
117. Wireless & Mobile Internet Access	Included
118. Workstations and High Performance Systems	Included
PUBLICATIONS:	
1. Full Text Bulletins – new at least weekly	Included
2. Full Text Reports – new at least monthly	Included
3. Newsletters – new at least monthly	Included
4. Flashes – based on Industry events	Included
5. Full access to publications in content areas listed	Included
** OPTIONAL **	
1. Internet Commerce Market Model	\$ 30,000
2. Black Book	\$ 22,000
3. eWorld Survey	\$ 100,000
4. Global IT Economic Outlook	\$ 35,000
5. Information Society Index	\$ 12,000

CONSULTING:	
OPTIONAL	
STATEMENT OF WORK	
1. Hourly Consulting	\$ 400
BENCHMARK (MEASUREMENT) SERVICES:	
1. ROI Now (per CD)	\$ 1,000
2. Smart Buy (3 users/year/country)	\$ 4,000
3. Smart Index (per index/per user/year)	\$ 2,000
EVENTS:	
1. Tickets to Annual "Directions" Conference	Included
2. Monthly telebriefings	Included
3. Monthly eINFORM emails	Included
OPTIONAL	
STATEMENT OF WORK	
1. On-site Presentations per day	\$ 7,000
ADDITIONAL PRODUCT OFFERINGS:	
1. HPC@IDC (per member/yr)	\$ 5,000
2. Market Basket (per year/ 15% off report prices)	\$ 10,000
3. Executive Market Watch (per user/yr)	\$ 14,000
4. Additional Research Content Users (ea/per yr)	\$ 1,000

B. COMPLIMENTARY EXECUTIVE PROGRAM SEATS

Upon receipt of the first order against this Statewide Contract, and for each annual period of this Agreement thereafter, Contractor agrees to provide one (1) Complimentary Program Seat as defined in the above chart detailing Level I Services, for one of the below named Executive Positions within Virginia State Government:

1. State of Virginia, Secretary of Technology, or
2. Director, Department of Information Technology ("DIT")



Commonwealth of Virginia
Department of Information Technology

IT RESEARCH & ADVISORY SERVICES

Optional Use Contract

Date: March 12, 2002

Contract #: **VA-020131-FAUL**

Authorized User: Commonwealth of Virginia agencies and institutions of higher education,
Political Bodies

Contractor: FAULKNER INFORMATION SERVICES
7905 Browning Road
Pennsauken, NJ 08109

FIN: 222720033

Contact Person: Ms. Paula Sherman
856-662-2070, Ext. 143
psherman@faulkner.com

Delivery: Per Purchase Order

FOB: Destination

Term: February 22, 2002 – February 21, 2004

Payment: Net 30 days

For Additional Information, Please Contact:

Contract Compliance Information:
Mrs. T. J. Hudson
Contracts Administrator
Phone: 804-371-5971
E-Mail: thudson@dit.state.va.us
Fax: 804-371-5969

Technical Information:
STAFF

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For updates, please visit our Website at <http://asd.state.va.us>

ATTACHMENT "A"
to
Contract VA-020131-FAUL

Attachment "A" is hereby incorporated into and made an integral part of Agreement Number VA-020131-FAUL between Faulkner Information Services and the Commonwealth of Virginia.

A. Level III Services – RAS Knowledge Base Content

Note: All Level III Research and Advisory Services as contained (below) in Contract VA-020131-FAUL are "standard", and are not "work for hire" products or services.

Seat Price: \$ 975.00

Email inquiry: 48 Hour Delivery

RA Knowledge Base Content Areas:

- | | | |
|--|---|--|
| 1. 4GL Development Languages | 44. Distributed DBMS Technologies | 85. Intranet Architecture and Applications |
| 2. ERP Systems | 45. Network Security | 86. Upperware Alternatives |
| 3. Advanced Intelligent Network | 46. Document Mgmt. Systems | 87. Iris Scan Technology |
| 4. Analytical Querying | 47. Electronic Bill Payment | 88. Java |
| 5. Secure Online Transactions | 48. EDI | 89. Jini Technology |
| 6. Applications Servers | 49. Telecom Competition in Europe | 90. Linux Application Development |
| 7. Handhelds | 50. Enterprise Application Integration | 91. Mgmt. Service Providers |
| 8. BLEC Services | 51. Enterprise Mgmt. Systems | 92. Unified Messaging |
| 9. Website Content Mgmt. | 52. E-Mail Security | 93. Gigabit Ethernet |
| 10. Knowledge Mgmt. | 53. Enterprise Portal Strategies | 94. Backbone Networks |
| 11. Biometric Technologies | 54. Best Practices for e-Government | 95. Windows 2000 and NT |
| 12. Optical Networks | 55. e-Government applications | 96. Mobile Commerce |
| 13. Broadband Wireless | 56. Extranet Applications | 97. Multilayer Switching |
| 14. Business Continuity | 57. Web Application Servers | 98. Network Mgmt. |
| 15. Business Intelligence Applications | 58. Federal Business Continuity Plans | 99. Next Generation Call Routers |
| 16. Electronic Commerce | 59. Fiber Optics | 100. Object-Oriented Technology |
| 17. CLEC Service Provisioning | 60. Frame Relay | 101. Optical Disk Storage |
| 18. CPE | 61. Free-Space Optical Networking | 102. Outsourcing IT Services |
| 19. CRM | 62. Global Positioning System | 103. Partner Relationship Mgmt. |
| 20. Call Centers | 63. Global Telecommunications Alliances | 104. Peer-to-Peer Networking |
| 21. Cable Networks | 64. Legacy Data Bases | 105. Policy Based Routing |
| 22. Cable Telephony | 65. Government Encryption Policies | 106. Enterprise Systems and Software |
| 23. Caching Technologies | 66. Host Access Mgmt. | 107. Public Key Encryption |
| 24. VPN Services | 67. IIS Vulnerabilities | 108. High-Speed Networking |
| 25. Carrier Services | 68. IP Switching | 109. SONET |
| 26. WAN Restoral Services | 69. IP based VPN's | 110. Satellite Network Infrastructure |
| 27. HTML and XML | 70. ISDN | 111. Wireless Government Applications |
| 28. Component Broker Technology | 71. WDM/DWDM | 112. Server Clustering |
| 29. Data Warehousing | 72. IT Industry Certification | 113. Smart Cards |
| 30. Cryptography | 73. Virtual Computing | 114. Streaming Media |
| 31. Firewalls | 74. IT Staff Retention | 115. Supply Chain Mgmt. |
| 32. Remote Security | 75. ITMRA | 116. Telemetry Applications |
| 33. Authentication and Access Control | 76. Internet Call Centers | 117. FirstGov Gateway |
| 34. Data Integrity | 77. Information Warfare | 118. Application Service Providers |
| 35. Consumer Privacy Issues | 78. E-Learning | 119. Third Generation Wireless Networks |
| 36. Content Delivery Networks | 79. Integrated Imaging | 120. Wireless Internet |
| 37. Data Analysis and Data Mining | 80. Internet Bandwidth Mgmt | |
| 38. Data Visualization | 81. VSAT Technology | |
| 39. VoIP | 82. Internet Explorer Security | |
| 40. Intranets | 83. Internet Usage Demographics | |
| 41. Digital Subscriber Line | 84. Internet2 | |
| 42. Directory Enabled Networks | | |
| 43. Directory Services | | |

B. COMPLIMENTARY EXECUTIVE PROGRAM SEATS

For each annual period of this Agreement, Contractor agrees to provide one (1) Complimentary Executive Program Seats ("Executive Seats") defined as one seat within the above Level III Service Category, for one of the below named Executive Positions within Virginia State Government:

1. State of Virginia, Secretary of Technology, or
2. Director, Department of Information Technology ("DIT")



Commonwealth of Virginia
Department of Information Technology

IT RESEARCH & ADVISORY SERVICES

Optional Use Contract

Date: March 12, 2002

Contract #: **VA-020131-META**

Authorized User: Commonwealth of Virginia agencies and institutions of higher education,
Political Bodies

Contractor: META GROUP
1950 Roland Clarke Pl.
Suite 300
Reston, VA 20191

FIN: 060971675

Contact Person: Michael Thorp
703-860-6248
michael.thorp@metagroup.com

Delivery: Per Purchase Order

FOB: Destination

Term: February 22, 2002 – February 21, 2004

Payment: Net 30 days

For Additional Information, Please Contact:

Contract Compliance Information:
Mrs. T. J. Hudson
Contracts Administrator
Phone: 804-371-5971
E-Mail: thudson@dit.state.va.us
Fax: 804-371-5969

Technical Information:
STAFF

NOTES: Individual Commonwealth of Virginia employees are not authorized to purchase equipment or services for their personal use from this Contract.

For updates, please visit our Website at <http://asd.state.va.us>

ATTACHMENT "A"
to
Contract VA-020131-META

Attachment "A" is hereby incorporated into and made an integral part of Agreement Number VA-020131-META between Meta Group, Inc., and the Commonwealth of Virginia.

A. Level I, II, and III Services (as delineated in the chart below):

Knowledge Base Content Pricing & Package Options Levels I, II, and III	To be consistent in Level 1, 2, 3
PACKAGE OPTIONS: Level I, II, and III	Core Technology Services include: Application Delivery Strategies (ADS), Electronic Business Strategies (EBS), Enterprise Data Center Strategies (EDCS), Server Infrastructure Strategies (SIS), Web & Collaboration Strategies (WCS), Global Networking Strategies (GNS), Service Management Strategies (SMS).
Super Seat Core Technology -single seats	Unlimited Analyst Inquiry & Research (ADS, EBS, EDCS, SIS, WCS, GNS,, SMS)
Super Seat Electronic Government Strategies (EGS) only -single seats	Unlimited Analyst Inquiry & Research (EGS) Electronic Government Strategies
Super Seat Enterprise Planning & Architecture (EPAS) only-single seats	Unlimited Analyst Inquiry & Research (EPAS) Enterprise Planning & Architecture Strategies
Super Seat Core Technology plus EPAS & EGS -single seat	Unlimited Analyst Inquiry & Research (EGS, EGS, ADS, EBS, EDCS, SIS, WCS, GNS,, SMS)
Super Seat Core Technology Package -5 seats	Unlimited Analyst Inquiry & Research (ADS, EBS, EDCS, SIS, WCS, GNS,, SMS)
Super Seat Core Technology plus EPAS & EGS Package-5 seats	Unlimited Analyst Inquiry & Research (EGS, EGS, ADS, EBS, EDCS, SIS, WCS, GNS,, SMS)
Technology Research Membership (TRM) -	Research only Core Technology Services (ADS, EBS, EDCS, SIS, WCS, GNS,, SMS)
Retainer Research & Advisory Services- Core Technology	Full Agency Access: Unlimited Analyst Inquiry, Web access to research, (1) analyst on-site half day briefing per service area, (2) conference tickets, Agency Access Trend Teleconferences, Strategic Document Review, On site account management, Access to Regional and Executive Sessions.
Retainer Research & Advisory Services- Executive Services	Agency Access for Electronic Government Strategies, Enterprise Planning & Architecture Strategies & Executive Directions services
Mid Tier Small Agency Pricing:	
Core Technology Services	Requires selections of lead core technology service w/ full access, (1) half-day briefing, (2) conference tickets with 10 hours of inquiry available to other core technology services, full web access to research of core technology. Access for (5) named users, additional user profiles may be purchased.
Core Technology Services plus Electronic Government	Electronic Government Strategies as lead service w/ full access, Unlimited research & inquiry, (1) half-day briefing, (2) conference tickets with 10 hours of inquiry available to all core technology services, full web access to research of core technology. Access for (5) named users, additional user profiles

Core Technology Services plus Enterprise Planning & Architecture	Enterprise Planning & Architecture Strategies as lead service w/ full access, Unlimited research & inquiry, (1) half-day briefing, (2) conference tickets with 10 hours of inquiry available to all core technology services, full web access to research of core technology. Access for (5) named users, additional user profiles may be purchased.
Core Technology Services plus Executive Directions	Executive Directions & Measurement as lead service w/ full access, Unlimited research & inquiry, (1) half-day briefing, (1) CIO Boot Camp Tickets, (1) Executive Forum Ticket, with 10 hours of inquiry available to all core technology services, full web access to research of core technology. Access for CIO and (5) named users, additional user profiles may be purchased.
Additional Options Mid Tier Small Agency Pricing:	options to be added to small agency package only
Additional Service Options	Additional options available to add to services

PRICING:	
Super Seat Core Technology	
1-5 Seats	\$15,000 Each
6-14 Seats	\$12,000 Each
15+ Seats	\$10,000 Each
Super Seat Electronic Government Strategies (EGS) only -	\$ 8,700 each
Super Seat Enterprise Planning & Architecture (EPAS) only	\$ 8,700 each
Super Seat Core Technology, EGS, EPAS	\$ 26,500 each
Super Seat Core Technology Package – (5) Seats	\$ 70,000 - Package Includes 5 Unlimited Inquiry & Research Seats
Super Seat Core Technology plus EPAS & EGS- (5) Seats	\$ 80,000 - Package Includes 5 Unlimited Inquiry & Research Seats
Technology Research Membership (TRM) -	Research Only access to Core Technology Services
1-5 Seats	\$ 2,500 each
6-14 Seats	\$ 2,200 each
15-49 Seats	\$ 2,000 each
50+ Seats	\$ 1,800 each
Retainer Research & Advisory Services- Core Technology	Full Agency Access
1 Service	\$ 18,303 each - Includes Half Day Briefing
2-4 Services	\$ 17,129 each - Includes Half Day Briefing
5+ Services	\$ 16,415 each - Includes Half Day Briefing
1 Service	\$ 15,915 each - no half-Day Briefing
2-4 Services	\$ 14,895 each - no half-Day Briefing
5+ Services	\$ 14,283 each - no half-Day Briefing
Retainer Research & Advisory Executive Services:	
Electronic Government Strategies(EGS)	\$ 22,000 - Electronic Government Strategies with Unlimited Agency /Dept.access research & inquiry with EGS , (1) half-day briefing, (2) conference tickets, (10) profiles, strategy & document review, Executive Analyst Touch base, IT Vendor Relationship reviews. Access to trend and event TC's.
Enterprise Planning & Architecture Strategies(EPAS)	\$ 22,000 - Enterprise Planning & Architecture Strategies with Unlimited Agency /Dept.access research & inquiry with EGS , (1) half-day briefing, (2) conference tickets, (10) profiles, strategy & document review, Executive Analyst Touch base, IT Vendor Relationship reviews. Access to trend and event TC's.

Executive Directions & Measurement (ED)	\$ 22,000 - Executive Directions & Measurement w/ full access, Unlimited research & inquiry, (1) half-day briefing, (1) one-on-one CIO session, (1) CIO Boot Camp Ticket, (1) CIO Executive Forum Ticket, Access for CIO and (5) named users. CIO also receives research access to core technology services and inquiry for CIO related issues.
Mid Tier Small Agency Pricing:	
Core Technology Services	\$ 25,200
Core Technology Services plus Electronic Government	\$ 35,000
Core Technology Services plus Enterprise Planning & Architecture	\$ 40,000
Core Technology Services plus Executive Directions	\$ 40,000
Additional Options Mid Tier Small Agency Pricing:	
Additional half day briefing -	\$ 5,000 each
Additional 10 hour block of analyst Inquiry-	\$ 5,000 each
Additional User Profile -	\$ 1,500 each
Additional Service Options	
Half Day Briefing	\$ 4,362 Each
Full Day Briefing	\$ 7,300 Each
Conference Tickets	\$ 1,095 Each
Infusion Client Workshop Ticket	\$ 1,995 Each
Infusion Prospect Workshop Ticket	\$ 2,995 Each
Executive Directions Value Day	\$ 10,000
One Day Workshop Two Analysts	\$ 20,000
One Day Workshop One Analyst	\$ 10,000
ED Forum Coupon (CIO ONLY)	\$ 1,995
CIO Boot Camp Ticket	\$ 2,995
On-Site Infusion Workshop	\$ 38,000
CONSULTING: Level I: Optional, Plus T&E	
Infusion Programs:	
Operations Excellence Infusion	
Standard -	\$ 60,000
Tailored -	\$ 140,000
Custom -	**Statement of Work**
Adaptive Infrastructure Infusion	
Standard - \$ 60,000	\$ 60,000
Tailored - \$ 140,000	\$ 140,000
Custom -	**Statement of Work**
Customer Relationship Management Infusion	
Standard - \$ 60,000	\$ 60,000
Tailored - \$ 140,000	\$ 140,000
Custom -	**Statement of Work**
Security Infusion	
Standard -option not available	Not available
Tailored - \$ 140,000	\$ 140,000
Custom -	**Statement of Work**
Enterprise Architecture Infusion	
Standard - \$ 45,000	
Tailored - \$ 140,000	
Custom -	
Strategic Consulting: Hourly & Daily Rates	Operations, Infrastructure Development, Constituent Relationship Management, Security, Value Management, Sourcing, Architecture, Benchmarking

Hourly Consulting (Consultant)	\$ 162
Hourly Consulting (Sr. Consultant)	\$ 208
Hourly Consulting (Manager)	\$ 276
Hourly Consulting (Director)	\$ 316
Hourly Consulting (VP)	\$ 414
Hourly Consulting (Sr. VP)	\$ 546
Daily Consulting (Consultant)	\$ 1,293
Daily Consulting (Sr. Consultant)	\$ 1,657
Daily Consulting (Manager)	\$ 2,206
Daily Consulting (Director)	\$ 2,529
Daily Consulting (VP)	\$ 3,313
Daily Consulting (SR. VP)	\$ 4,363
Benchmark Measurement Services: Level I	
METRIC NET	
OPTIONAL	
Worldwide Benchmark Basic	\$ 4,500
Worldwide Benchmark Premium	\$ 13,000
OPTIONAL	
PLUS T&E	
Network Benchmark	**Statement of Work**
Call Center Benchmark	**Statement of Work**
Data Center Benchmark	**Statement of Work**
Disaster Recovery Benchmark	**Statement of Work**
Help Desk Benchmark	**Statement of Work**
Application Benchmark	**Statement of Work**
EVENTS: Levels I, II, and III	
Access to Regional Executive Events	
E-Mail Alerts	
Analyst on-site stop by opportunities	
Trend Teleconferences	
"How To" Teleconferences	
Daily News Alerts	
META Views	
OPTIONAL	
Conference Ticket	\$ 1,995
Conference Ticket (Retainer Client)	\$ 1,195
Half Day Briefing	\$ 4,362
Full Day Briefing	\$ 7,300
Infusion Workshop Ticket (Infusion Client)	\$ 1,995
Infusion Workshop Ticket (Infusion Prospect Only)	\$ 2,995
Executive Directions Value Day	\$ 10,000
Workshop Two Analyst One Day	\$ 20,000
Workshop One Analyst One Day	\$ 10,000
Executive Directions Forum Coupon	\$ 1,995 (Available to CIO's only)
CIO Boot camp Ticket	\$ 2,995
On-Site Infusion Workshop	\$ 38,400
Publications: Level I and II	
Package Options:	

Full Library Subscription	\$ 80,000 - All Executive Insights, Market Research, Benchmarking Reports, Best Practice Reports, Full SPEX Library, E-Briefings.
Platinum Research Report Subscription	\$ 45,000 - Choice of any 25 research reports (Executive Insights, Market Research, Benchmarking & best Practice)
Gold Research Report Subscription	\$ 25,000 - Choice of any 10 research reports (Executive Insights, Market Research, Benchmarking & best Practice)
Value Management Subscription	\$ 37,000 - CIO Desk Reference, IT Measurement Desk Reference, IT Staffing & Compensation Guide, IT Human Capital Management Online Staffing Tool, WorldWide Benchmark Report on CD-ROM, 5 User licenses to Metricnet (Viewing privileges and data updates, no posting rights), SPEX 4 Pack.
Executive Insights:	
CIO Desk Reference -	\$ 4,000
E-Government: Creating Digital Democracy -	\$ 796
The IT Measurement Desk Reference -	\$ 3,500
IT Staffing & Compensation Guide -	\$ 5,000 - Report Guide, Online Benchmarking Tool, 10 hours of expert advice
Research Snapshots -	\$ 150 each
e-briefings -	\$ 350 per title
Market Research	
Worldwide IT Trends \$ Benchmark Report (Basic)	\$ 4,500 - Reports only (five volumes)
Worldwide IT Trends \$ Benchmark Report (Premium) -	\$ 13,000 - Reports (five volumes), Access to Metricnet, Support Services
World Economy Report -	\$ 3,200
Security Adoption and Deployment Strategies -	\$ 2,200
The State of Supply Chain Collaboration -	\$ 2,700
E-Procurement Adoption, Challenges, and Strategies -	\$ 2,100
Campus Convergence -	\$ 2,100
E-Business Impact on Infrastructure -	\$ 2,700
Wireless Adoption, Trends, and Issues -	\$ 2,700
Enterprise Analytics	\$ 4,500
Enterprise Portals -	\$ 2,100
Leadership Strategies in CRM -	\$ 2,700
E-Business Technology Evaluations	
	Modules available: Net Markets, E-Commerce, E-Procurement, Enterprise Portals, Content Management and Web Publishing, Enterprise Application Intergration, Sales Automatio, Customer Service, Enterprise Marketing Automation, Supply Chain Planning, Supply Chain Execution, Financial Accounting, Financial Reporting -Consolidation & Analysis, Balanced Scorecards, HR and Payroll, Professional Services Automation, Maintenance Management, E-Business Application Servers, Wireless Application Servers, Project Management, Business Intelligence, Data Warehousing and OLAP Services, ETL Tools, Network Intrusion Detection, Enterprise Service Desks.
Software Product Evaluations (SPEX) kits -Full Library	\$ 47,500 - Full Subscriptions, all modules, currently 24

Software Product Evaluations (SPEX) kits-12 Pack	\$ 31,500 - Any 12
Software Product Evaluations (SPEX) kits -6 Pack	\$ 21,000 - Any 6
Software Product Evaluations (SPEX) kits- 4 Pack	\$ 17,000 - Any 4
\$17,000	
Software Product Evaluations (SPEX) kits- Single module	\$ 5,300 - Each
Hardware Evaluations (IDEAS)	
CPSystems	Server and workstation products
CPStorage	External storage subsystem products
CPClient	Desktop, notebook, and handheld products
CPService	Hardware maintenance and software support offerings (Including server cost of power analysis)
CPNetwork	Networking Hardware equipment such as switches, routers, and hubs
Pricing:	
Individual Modules -	\$ 3,100 each
All Five Modules -	\$ 12,000 each